

FACULTY VITAE

November 2007

BROOKS, PATRICIA LEE

376-52-5205

CONTACT INFORMATION

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PROFESSION

Patricia L. Brooks Seminars, LLC

Speaker, Business Coach, Author,
University Faculty, Business Owner

Same address

Home-based business since 1996

Cell 480-250-5556

email patricia@plbrooks.com

See web site

www.plbrooks.com for highlights

PROFESSIONAL CAREER HISTORY (Most recent - 10 years)

Speaker, Business Coach and Author

Entrepreneur

1996 to present - Home-based Business

Same address – see web site www.plbrooks.com for highlights

Market myself as a professional speaker, business coach, workshop presenter and author to the business community as an outsource option for them to enhance the spirit of their employee programs or convention/conference requirements. Offer myself as a seminar and/or personal one-on-one communication coach or speaker delivering programs in the area of Human Relations/Professional Development.

Associate Professor/Faculty

Arizona State University – (ASU) Polytechnic Campus

Morrison School of Business

Dr. Roger Hutt, Department Chair - currently

Facilitation: Small Business Working Relationships BUA 383

And Principles of Marketing – MKT 300 (ASU East)

Summer Session 2003 began at ASU West

College of Business - School of Management

Facilitation: GLB 303 – Relationship Management (ASU West)

Previously: Adjunct Faculty - 1994 to 2003

Paradise Valley Community College (PVCC)

Dr. Jim Rassi, Department Chair

32nd Street and Union Hills Road

Phoenix, Arizona

Facilitation: MKT 271 - Principles of Marketing and MGT 253 - Human Relations

Teach part-time Marketing and Management courses for the Maricopa Community College District at PVCC. Participating in both being a liaison for the district and PVCC, as well as an officer in the Adjunct Faculty Association. Mentor to students in the campus Business Club. “Partner” with the campus-marketing department to bring community leaders as speakers to the classroom.

Previously: Faculty - 1995 to 2003

University of Phoenix

Dr. George Doran – Department Chair

Marketing and Communication Departments

Graduate and Undergraduate courses – see list on page three (3) of resume

Phoenix area campuses

Facilitate courses for University of Phoenix at the graduate and undergraduate level, mentoring new faculty, serving as the grad-marketing meeting chair and working on various curriculum writing projects and book reviews. Facilitate the public speaking program for the orientation of new students. Participate as a facilitator at faculty conferences for their faculty development credit using courses I developed.

Previously: Sales and Marketing – 1988 to 1993

Russ Lyon Realty

Olivia Quist, Broker, dba

Principal responsibilities included sales and marketing back-up for top producing agents in the highest production office of the company in the Paradise Valley and Scottsdale locations. Responsible as well for the writing, producing and marketing of brochures, fact sheets and communication vehicles for the multi-million dollar homes listed and sold by these agents. This aspect of the job also required photographing homes and working with magazines, printing companies and newspapers.

Previously: New Home Sales and Mortgage Banking – 1976 to 1988

Pulte Home Corporation and Wood Brothers Homes

Jalma Hunsinger, President, Pulte Homes

Dennis Sheehan, Director of Marketing, Wood Brothers Homes

Principal responsibilities included sales and marketing of new home sales for two of the largest homebuilders in the Valley at the time. I earned the top-producer award, Salesperson of the Year, with Wood Brothers Homes - 1984, and the Rookie of the Year nomination for the Homebuilders Association – 1984, for surpassing \$5M in production. There was ample opportunity to be involved in the marketing decisions as the top producer.

EDUCATIONAL HISTORY

Master of Arts Degree 1993
Organizational Management University of Phoenix
College of Business Phoenix, Arizona

Bachelor of Arts Degree 1991
Business Management University of Phoenix
College of Business Phoenix, Arizona

LICENSES

Arizona Real Estate License 1976-present
Salesmanship license

Maricopa Community College District 1994-present
Arizona Department of Education lifetime
Certified: Management, Marketing and Real Estate
Permanent Teaching Certificate

TEACHING EXPERIENCE

(OTHER THAN University of Phoenix) - 1994-present

COURSE TITLE

(Upper Division Courses)	COURSE#	YEARS	DEPT	INSTITUTE
Small Business	BUA 383	1 year	Bus	ASU Poly
Marketing	MKT 300	2 years	Bus	ASU Poly
Relationship Management	GLB303	2 years	Bus	ASU West
Organizational Behavior	MGT	1 class	Bus	Ottawa University
Strategic Management	MGT	1 class	Bus	Ottawa University
Consumer Behavior	MKT	1 class	Bus	Park College
Strategic Management	MGT	1 class	Bus	Park College
Promotional Strategies	MKT	1 class	Bus	Park College

(Lower Division Courses)

Principles of Marketing	MKT271	5 years	Bus	PVCC
Human Relations	MGT251	5 years	Bus	PVCC
Advertising	MKT263	1 year	Bus	PVCC
Salesmanship	MGT267	3 years	Bus	Phoenix College
Principles of Marketing	MKT271	1 year	Bus	Phoenix College
Management and Leadership	MGT263	2 years	Bus	CGCC
Principles of Marketing	MKT271	2 years	Bus	CGCC
Principles of Business	GBS151	1 year	Bus	SCC

TEACHING EXPERIENCE

(University of Phoenix ONLY – 1995 to 2003)

(GRAD COURSES)

COURSE TITLE	COURSE #	YEARS	PROGRAM	
Marketing Management	MKT541	8 years	Bus	Masters
Quest for the Customer	MKT520	8 years	Bus	Masters
Communication	MKT551	2 years	Bus	Masters
International Marketing	MKT538	1 year	Bus	Masters

(UNDERGRAD COURSES)

Diversity in Communication	COM202	5 years	Gen	Studies
Public Speaking	COM312	8 years	Gen	Studies
Public Relations	MKT438	8 years	Bus	
Principles of Marketing	MKT421	8 years	Bus	
Global Marketing	MKT441	2 years	Bus	
Integrated Marketing	MKT435	2 years	Bus	
Consumer Behavior	MKT463	5 years	Bus	

PROFESSIONAL/PERSONAL HIGHLIGHTS

- President/Founder – Brooks Goldmann Publishing Company 2007
- Attended AZ Book Publishers Conference 2007
- AZ Authors Association Literary Award – Non-fiction Category 2006 for book *Gifts of Sisterhood*
- Committee Chairperson – Phoenix Writers Club 80th Anniversary Luncheon Spring 2006
- Attended the Valley Vegas Writers Conference Fall 2006
- Author/Booth Participant – Arizona Book Festival - April 2004, 2005, 2006
- Founder/President – Scottsdale Society of Women Writers – September 2005
- Vendor/Attendee – Prescott AZ Book Festival – September 2004, 2005, 2006
- Vendor/Attendee – Ice Escapes Writers Conference – March 2005, 2006
- Author – “Gifts of Sisterhood” – non-fiction, published spring 2005, www.plbrooks.com and Journey from Grief to Gratitude seminar

- Committee Member/ Vendor and Attendee – Women Writer’s of the Desert Conference, May 2004
- Writer - Curriculum for University of Phoenix Faculty Development Workshops:
 - *Communications in the Classroom
 - *Service Learning as another Tool
 - *The Art of Storytelling
- Editor – Three curriculum modules for University of Phoenix/Puerto Rico, graduate marketing certifications: Sales Management, Consumer Behavior and Advertising
- Editor - Curriculum module for MKT 541 and MKT 520, University of Phoenix. Part of book review committee for both courses
- Writer - Curriculum for University of Phoenix Success Workshop on Basic Public Speaking Skills and facilitated monthly for five (5) years
- Founder - Class Act Toastmasters Club, Hohokam Campus, University of Phoenix, club mentor and newsletter editor
- Member – University of Phoenix Alumni Association Network – since 1993
- Member - Adjunct Faculty Association for the Maricopa Community College District 1994 to 2003 – held three board offices.

Professional Memberships - Currently

- Arizona Small Business Association (ASBA)
- AZ Book Publishers Association
- Arizona Authors Association
- Scottsdale Society of Women Writers – Founder/President
- Phoenix Writers Club

Professional/Educational Activities (past five years)

- Self-publishing Workshop Basics – AZ Small Business Association – 2004/2005
- Creative Writing – Phoenix College – 2005
- Creative Writing - Mustang Library, Scottsdale, AZ - 2006
- Earned Advanced Toastmasters designation
- Faculty Development courses, more than 12 courses per year – sponsored by University of Phoenix – attendee and facilitator
- Mentor for Marketing faculty internships – University of Phoenix
- Graduate Marketing and Communication Faculty Meetings and Development Sessions – University of Phoenix – earned development credit/facilitated meeting

Academic/Professional Awards/Special Recognition

- AZ Authors Association Literary Award for Non-Fiction 2006 for book *Gifts of Sisterhood*
- Arizona Small Business Association (ASBA), Outstanding Workshop Presenter
2001, 2002, 2003, 2004
- Awarded plaque of recognition by MBA/TM group - University of Phoenix
- Named to Who's Who of Teachers in America
- Awarded plaque of recognition by MAOM group - University of Phoenix
- Represented the Maricopa Community College District (photo session with the Governor) - Adjunct Faculty Week's Proclamation signing at the state capital

Community/Volunteer Services

- American Cancer Society
- Alzheimer's Research – Mayo Clinic
- Arizona Lung Association

Research Conducted

- Book: "Gifts of Sisterhood" – the grief process researched
- Book in progress – Post Traumatic Stress Disorder research
- Business Plans and Marketing Plans –on current business and book, and book in progress, including feasibility studies
- Seminars developed, written and/or edited for clients – see www.plbrooks.com for highlights and listings – 1996 to present
- Workshops for faculty development for University of Phoenix – noted above
- Chapter portfolios for real estate textbook - ASU Department of Real Estate
- Feasibility Study – Masters Thesis – "Owning and Operating a Women's Clothing Business in Downtown Scottsdale versus Downtown Tempe"